

## THE CHECK LIST

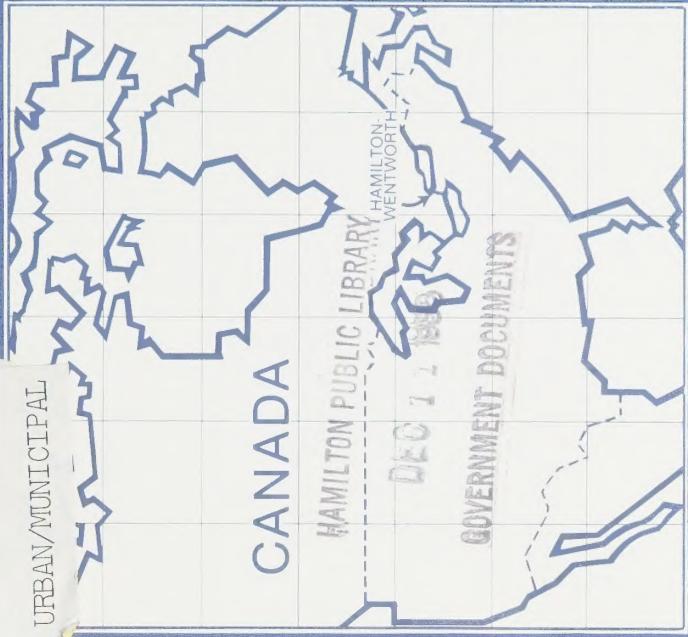
Whether its a joint venture, licensing or transfer of technology, we encourage you to secure your interest by checking out the following useful list.

- Cost of Royalty or other arrangement
- Partner competence, compatibility and reputation
- Confidence and respect for each others interest
- Ownership participation
- Level of technology, quality, standard
- Assistance in material supply
- Assistance in sales and advertising
- Agreement: duration, definitions, territory and arbitration
- Corporate limitations, transfer of shares, management and voting rights
- Government assistance
- Government approvals
- C.S.A. and U.L. approvals

# Joint Venture and Licensing in **HAMILTON-WENTWORTH**



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83758



THE GUIDELINES ARE NOT INTENDED TO BE  
COMPLETE OR EXHAUSTIVE

**HAMILTON-WENTWORTH ECONOMIC  
DEVELOPMENT DEPARTMENT  
PROVIDES:**

- Free confidential service
- Introduction to Government authorities; we cut red tape
- Introduction to specialist consultants
- Introduction to appropriate joint venture partners
- Identification of potential products for manufacture under license

REGIONAL MUNICIPALITY  
OF HAMILTON-WENTWORTH  
ECONOMIC DEVELOPMENT DEPARTMENT  
P.O. BOX 910  
HAMILTON, ONTARIO  
CANADA L8N 3V9

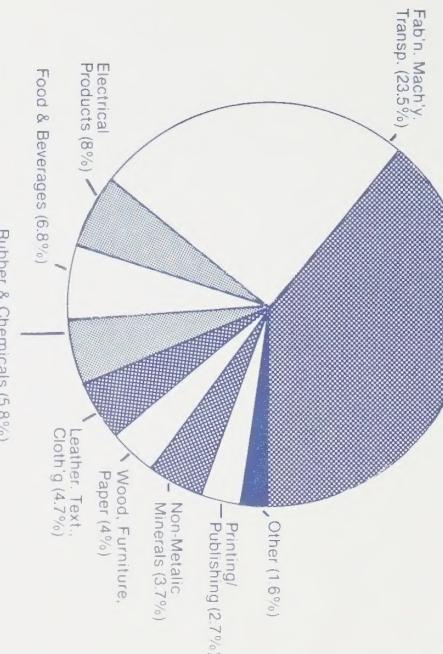
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## The Successful Base For Your North American Operation

# HAMILTON-WENTWORTH INDUSTRIES

offer opportunities under license and joint venture initiatives

## MANUFACTURING STRUCTURE METROPOLITAN HAMILTON



## BENEFITS TO LOCAL FIRMS

- Expansion opportunities
- Minimize new business risk
- Utilization of idle capacity
- Access to new technology
- Improve competitive position
- Improve cash flow
- Reduce tooling cost
- Increase market share

## ADVANTAGES TO FOREIGN MANUFACTURERS

- Diverse industrial base
- Manufactured shipments \$7.3 billion in 1980
- Over 800 manufacturing companies
- Productivity oriented labour in a variety of skills
- A market of 100 million people within one day's drive
- Direct access to North American inter-provincial and interstate highway system as well as major air and rail links
- A central, expanding and successful location

Name \_\_\_\_\_ Company \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

Phone No. \_\_\_\_\_ Telex \_\_\_\_\_

We are interested in discussing:

- Licensing our products or processes for manufacturing in Hamilton-Wentworth
- Forming a joint venture with a Hamilton-Wentworth company
- Establishing a branch plant in Hamilton-Wentworth
- Co-operation with foreign company
- Please send brochures
- Previous North American Experience
- Links with North American firms
- Please send sample of product
- Reduce research time
- Low transportation cost
- Ability to compete effectively in the North American market
- Enhance customer confidence through local manufacture and after sales service
- A secure foothold in and close monitoring of overseas markets

The product or process involved is: